

Item No. 14



Exhibition Place

Management Report
July 30, 2011 to
September 30, 2011

Executive Summary

- Combined Net Operating Loss for Exhibition Place and Allstream Centre for the nine months ending September 30, 2011 before net naming fees, interest and amortization expense for the Allstream Centre was a loss of (\$605,841) compared to a budget loss of (\$1,366,322) for a favourable variance of \$760,481.
- Net Operating Loss for Exhibition Place and Direct Energy Centre for the nine months ending September 30, 2011 was (\$802,572) compared to a budget loss of (\$1,441,640) for a favourable variance of \$639,068 primarily due to lower utilities, building operating costs and additional revenue from event income and parking.
- Net Operating Income before interest and amortization expense for Allstream Centre for the nine months ending September 30, 2011 was \$196,731 compared to a budget of \$75,317 for a favourable variance of \$124,414.
- During the months of July, August and September the Sales & Marketing team secured 40 new events for Exhibition Place
- The Recognition Committee received a record setting of 80 staff nominations for August.
- Exhibition Place hired a total of 1,093 students for the CNE, all of whom completed the Passport to Safety as a pre-requisite for employment. All students were provided with additional training on Health & Safety Legislation, WHMIS, Job Specific Hazard Recognition with precautionary measures. Those selected to be lead hands or supervisors were given additional training in Legislation, Job specific procedure and Hazard control to qualify as “competent persons” as defined in the Occupational Health and Safety Act. What a great start to a SAFE CNE!
- On September 26th, exposition and event professionals from CAEM and UFI gathered at Allstream Centre for a very successful Executive Forum and Luncheon sponsored by Exhibition Place. Plans are underway to host the 2012 Executive Forum as well.
- Dianne Young, Chief Executive Officer of Exhibition Place, has been appointed as Vice-Chair of the UFI Committee on Sustainable Development. The Committee was formally established in 2008 to support UFI as it focuses on the issue of Sustainable Development in the Exhibition Industry.

September 2011 Financials for Exhibition Place and Allstream Centre.

Combined Net Operating Loss for Exhibition Place and Allstream Centre for the nine months ending September 30, 2011 before net naming fees, interest and amortization expense for the Allstream Centre was a loss of (\$605,841) compared to a budget loss of (\$1,366,322) for a favourable variance of \$760,481.

Exhibition Place

Net Operating Loss for Exhibition Place and Direct Energy Centre for the nine months ending September 30, 2011 was (\$802,572) compared to a budget loss of (\$1,441,640) for a favourable variance of \$639,068 primarily due to lower utilities, building operating costs and additional revenue from event income and parking.

- Rental income from events was \$5,492,783 compared to a budget of \$5,348,533 for a favourable variance of \$144,249 primarily due to additional new business.
- Electrical net services of \$899,041 are favourable to budget by \$115,707 primarily due to new business such as the Artist Project and UFC Fan Expo.
- Food & Beverage concessions of \$597,375 are favourable to budget by \$14,678 primarily due to the timing of new business.

- Telecommunications net services of \$298,305 are unfavourable to budget by (\$11,661) primarily due to lower than budgeted direct event Telecom revenue for Honda Indy and CHIN Picnic.
- Show services from third party billings at \$3,052,868 are favourable to budget by \$159,229 with corresponding increase in related show expenses of \$146,062 for a net favourable variance of \$13,167 primarily due to the UFC Fan Expo.
- Parking revenues at \$4,514,530 are favourable to budget by \$256,369 primarily due to the event in Ricoh plus additional attendance at Marlies Games, 10% increase in cars parked for the Home Show, additional revenues from Canada Blooms and from timing of one unbudgeted TFC game in March. Parking expenses are unfavourable to budget by (\$88,038) to reflect the additional revenue streams for a total net favourable variance after expenses of \$168,331.
- Tenant revenues for rent and services at \$1,813,809 is favourable to budget by \$43,282 gross, primarily due to increased show services from Muzik, Medieval Times and Liberty Grand. Tenant show services expenses are unfavourable to budget by (\$42,553) for a net favourable variance of \$729.
- Program recoveries and interest income at \$353,021 is favourable to budget by \$52,334 primarily due to additional interest income and additional services to Ricoh Coliseum.
- Advertising and Sponsorship revenue within the Direct Energy Centre at \$154,652 is favourable to budget by \$4,510.
- Direct and indirect expenses at \$20,560,509 are favourable to budget by \$191,322 primarily due to lower utilities due to the energy savings initiatives, lower operational maintenance costs and timing of marketing and sales expenditures. Indirect expenses include costs from various departments. These are Chief Executive Officer, Chief Financial Officer, General Manager, Marketing/Event Services, Corporate Secretary, Records & Archives,, Purchasing & Stores, Human Resources, Security, Finance, Operations, Facilities, Utilities, Special Appropriations, Telecommunications and wages & materials for base building upkeep and general maintenance of the grounds.
- 2010 Year to date Combined Operating Income results for Allstream Centre and Exhibition Place as at September 30th were higher than 2011 due to the impact of the International Media Centre for the G8 and G20 in June 2010.

Direct Energy Centre accounts receivable as at September 30, 2011 was \$2,717,773 consisting primarily of:

- \$1,961,444 owed as contractual deposits for future events of which \$1,346,363 (69%) has been received as of October 14, 2011.
- \$300,000 owed from City from the Conference Centre Reserve Fund for the loss of the Toronto Sportsman Show.
- \$201,439 for accounts with City Legal; this amount is fully provided for as a bad debt in the financial statements or the rental revenue has not been recognized as income and deferred as appropriate.
- \$197,907 for services on completed events of which \$30,216 (15%) has been received as of October 14, 2011.
- \$41,719 of Food & Beverage Concessions is owed by Centerplate, which is contractually due on the 25th of the following month.
- \$15,264 owed for sponsorship arrangements.

Exhibition Place accounts receivable for the month ending September 30, 2011 was \$2,287,973 consisting primarily of:

- \$554,308 for Naming Rights for Allstream Centre, MTS Allstream - Senior Management as indicated that payment is being processed
- \$528,794 owed by tenants of which \$202,676 (38%) has been received as of October 14, 2011.

- \$300,000 owed by FCM for Conference Centre LEED Silver Grant which will be payable after one full year of operations (October 2010) and after completion and submission of an independent Environmental Study on the past 12 months environmental performance. Environmental Study and Request for Contribution submitted to FCM on August 17, 2011.
- \$288,144 for show services on completed events of which \$2,646 has been received as of October 14, 2011.
- \$252,631 owed by BMO Field for payroll costs of which \$93,959 (37%) has been received as of October 14, 2011.
- \$134,038 owed by MLSE for Ricoh Coliseum.
- \$68,305 owed as contractual deposits for future events.

Allstream Centre

Net Operating Income before interest and amortization expense for Allstream Centre for the nine months ending September 30, 2011 was \$196,731 compared to a budget of \$75,317 for a favourable variance of \$124,414.

- Rental income was \$847,363 compared to a budget of \$660,558 for a favourable variance of \$186,805 primarily due to event such as Shoppers Drug Mart, Ford Dealership, Mesh Marketing and TDSB.
- Food & Beverage concessions of \$557,318 are favourable to budget by \$103,106 due to the Shoppers Drug Mart, and Juno Award and Gala.
- Show services from third party billings at \$713,647 are favourable to budget by \$149,938 primarily due to some of the larger events.
- Direct and indirect expenses at \$1,476,328 are unfavourable to budget by (\$96,283) primarily due to higher PMD show costs which is offset by lower utilities due to the energy savings initiatives, lower operational maintenance costs and timing of marketing and sales expenditures. Indirect expenses include costs from various departments. These are Marketing, Event Services, Security, Concierge, Finance, Cleaning and Décor, House Technician, Operations, Utilities and wages & materials for base building upkeep and general maintenance of the buildings.

Allstream Centre accounts receivable for the month ending September 30, 2011 was \$253,220 consisting primarily of:

- \$181,587 owed as contractual deposits for future events.
- \$48,811 of Food & Beverage Concessions is owed by Cerise Fine Catering which is contractually due by the 25th of the following month
- \$3,595 for services on completed events

Sales and Marketing

July/August/September Sales Effort

During this period the Sales & Marketing team secured 40 new events for Exhibition Place. The events are categorized as follows:

- 26 meetings & conventions
- 5 trade and consumer shows
- 5 sporting event
- 2 meet & greets
- 1 ride and drive
- 1 reception

July/August/September Sales Summary

New events held during this time period included Danish Delegation Meeting, Target Corporation Reception, Ford Canada Media Meeting and Ride & Drive, Quick Play Media Inc. Meeting, Scalar Decisions Meeting, KPMG Senior Managers Workshop, ITAC Health Breakfast: eHealth Ontario Vendor Information Sessions, Spin Master Ltd. Product Testing, Softchoice Meeting, Quick Play Media Inc. Town Hall Meeting, PartyLite Roadshow Conference, Police Equestrian Competition, Transporter: The Series (Base Camp Parking), Whitestone Property Management Tenants Meeting, The Canadian Payroll Association – National Payroll Week Breakfast, Toronto International Microfinance Summit, Franklin Covey Executive Leadership, Base Camp Parking for Nikita Films Inc., Toronto Real Estate Board, Wendy's Restaurant of Canada – Marketing Strategic Planning Session, PMDC Tour, Senior Executive Team Meeting, Spin Master Ltd. Product Testing, Mitsubishi High Test Performance Solutions, Electric Mobility Canada Annual Conference and Trade Show, Griffith University Graduation, CAEM Executive Forum, NKBA Ontario Chapter Member Meeting, Canadian Automobile Association Reception, and MTS Allstream CEO Forum.

Business Travel

Joy Leonte and Tamer Mecky attended the SITE Summer social in Toronto on July 13th. This is SITE Canada's most popular event and was attended by over 200 incentive meeting planners and suppliers. It was a great platform to mix and mingle with decision makers and influencers.

Joy Leonte and Geoff Mak attended Meeting Professionals International's (MPI) World Education Conference held in Orlando, Florida on July 24th to 25th. This Conference was attended by over 3,000 planners and suppliers from all of MPI Global Chapters.

The corporate team (Joy Leonte, Geoff Mak, and Tamer Mecky) attended Incentive Works on August 24th and 25th held at the Metro Toronto Convention Centre. This is an annual trade show and Allstream Centre was featured in a 10x10 booth. This show attracts thousands of potential buyers and allows us to showcase Exhibition Place and its venues.

Stephanie Lander and Barbara Outschoorn attended the CSAE Annual Summer Summit on July 14th and 15th in Grand Bend, Ontario. The event was well attended, with a good line-up of education and networking opportunities. Lead follow-up is currently in process by both Stephanie and Barb.

Barbara Outschoorn attended ASAE Annual Meeting and Expo, August 7th to 9th, 2011 in St. Louis, Missouri. Tourism Toronto sponsored the event with the Imaginarium. Barb and the Tourism Toronto team participated in the Imaginarium, working on various activities to foster networking amongst the prospective clientele that visited. Barb also participated in the Toronto tradeshow booth, facilitating leads from clients. Lead follow-up is currently in process.

On August 19th to 22nd Tamer Mecky attended the Canadian regional meeting for FICP (Financial Insurance Conference Planners) in Toronto. The conference was a great opportunity to network with prospective clients, learn the latest meetings & event planning practices and engage with leaders and industry professionals. The Canadian Regional FICP events are unique in that they focus solely on event planners in the financial and insurance industries from across Canada and provide targeted educational content in a balanced planner-to-supplier ratio, allowing quality conversations with prospective clients and other industry professionals.

On August 29th to 31st Stephanie attended the CVB Ottawa Sales Mission with five Toronto partners. Participation included the MPI golf tournament of over 140 people including major associations and a signature client event with 26 association clients in attendance.

The Association Team attended both the Canadian Society Association Executives (CSAE) & Meeting Professionals International Ottawa Kick Off chapter monthly meetings on September 7th and 8th. The events included networking and social functions with a variety of key association, not for profit and charitable organizations from the Ottawa area. Individual sales calls to see existing clients were also combined in the trip.

The Association Team went to Saskatoon on September 15th to 17th to attend the Annual CSAE Conference where over 400 people from the Association Industry came together for three days. It was a mixture of education, networking, social functions and a tradeshow. Barbara Outschoorn participated in the Tourism Toronto Booth. Leads were generated during the tradeshow and are being actively pursued by the team. As bronze level sponsor, Exhibition Place received logo recognition and had the opportunity to open and introduce three of the education sessions.

On September 26th, exposition and event professionals gathered at Allstream Centre for an Executive Forum and Luncheon sponsored by Exhibition Place. The Canadian Association of Exposition Management's strategic goal is to build relationships with affiliated organizations within the exposition and associated events industry. This was CAEM's first Executive Forum and Luncheon.

On September 29th Stephanie attended the CSAE Ottawa Monthly meeting in lieu of Don Leddy, due to a major site with the NDP. The CSAE event hosted a total of approximately 130 guests from the Ottawa area. About half were from the Association, Charitable & Not for Profit Sector. It consisted of a networking session followed by a luncheon & speaker. It provided the opportunity to highlight our venue and meet new and existing clients.

Publicity

Direct Energy Centre

- News Report during this period included **63** hits for Direct Energy Centre. Stories included: CMTS; CNE; IIDEX NEOCON; Woodworking Canada, Weekend Events in the City, CMTS; CNE; IIDEX NEOCON; Aerospace manufacturing & Design; Encillium Lighting; IBEF's The India Show; EID Celebration; Things to do
- Direct Energy Centre was mentioned in the July/August issue of Black Meetings & Tourism in an article titled "Family Friendly Destinations." Toronto was showcased as 1 of 5 destinations.

Allstream Centre

- News Report during this period included **32** hits for Allstream Centre. Stories included: Canadian Brownsfield Network; CNE; True Patriot Love Gala; Toronto International Microfinance Summit, Honda Indy, Microfinance Summit; NDP; Canada's Best Restroom Contest; GTA Realtors.
- Allstream Centre received a visit from the Toronto Star for a feature article on the Centre's entry in Canada's Best Washroom Competition. The article was published on September 13th and was entitled, "Where is Canada's Best Restroom? Search for the Loos that Command a Sitting Ovation." The online article includes live video and a quote from Laura Purdy, Director of Sales & Marketing.
- Marketing Department ran a ½ page ad in the September/October issue of Ignite Magazine
- Allstream Centre was featured on www.meetingscanada.com in an article titled "Raising the Bar on 21st Century Meetings"
- Marketing Department ran a ½ page ad in the July/August issue of meetings + Incentive Travel.

Exhibition Place

- News Reports for this period include 654 hits for Exhibition Place. Stories Included: Honda Indy; CNE; Things to Do in the City; Remembering Jack Layton; Fall Home Show; Toronto Ski, Snowboard & Travel Show; Clothing Show; City Cuts; World Police & Fire Games; Business Franchise & Investment EXPO; SoupaLicious, Honda Indy; CNE; Crime story (Casino); Weekend Planner; the Tugboat; India Rock Band Euphoria; KPMG Study; Mayor Ford meets with Premier; Toronto Ski, Snowboard & Travel Show; TREC; Scotiabank Caribbean Carnival Toronto; Festival of Beer; Fall Home Show and CHIN Picnic.
- Marketing Department developed a corporate Twitter account. Posts are managed by both Dionne Bishop and Laura Purdy under the handle @explaceTO
- Facebook account went live in September and features photos, articles and current news for Exhibition Place.

Event Management Services

During the months of July, August and September, Event Co-ordinators and Exhibitor Services staff at Exhibition Place, Direct Energy Centre and Allstream Centre were involved in the following events:

JULY	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> Scotiabank CHIN Picnic: Grounds Shoot for a Cure: DEC Honda Indy: DEC Target: AC Ford Canada Media Meeting and Ride & Drive: AC Quick Play Media Inc: AC 	<ul style="list-style-type: none"> Scalar Decisions: AC Brand Momentum: DEC & AC ITAC Health Breakfast: AC Spin Master: DEC Softchoice Meeting: AC Scotiabank Caribbean Carnival Toronto: Grounds
AUGUST	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> Quick Play Media Inc: DEC Torontos' Festival of Beer: Grounds 	<ul style="list-style-type: none"> PartyLite Roadshow: AC Canadian National Exhibition
SEPTEMBER	
Exhibitions/Meetings/Conventions/Corporate Events	
<ul style="list-style-type: none"> 28th Annual North American Police Equestrian Championships Transporter Film Shoot Whitestone Property Management: AC Canadian Payroll Association, National Payroll Week Breakfast: AC Toronto International Microfinance Summit: AC IIDEX NeoCon Canada Franklin Covey Executive Leadership: AC Base Camp Parking: Nikita Film-shoot Fall Home Show 	<ul style="list-style-type: none"> Spinmaster Softchoice: AC Wendys Restaurant: AC Mitsubishi Performance Solutions: AC Griffith University Graduation: AC Fall Clothing Show Electric Mobility: AC CAEM Executive Forum: AC NKBA Ontario Chapter Meeting: AC ITAC Smart Grid Event: AC CAA Reception: AC CEO Forum: AC Gastronomia

Event Services

Event Services Staff was very busy with preparations for the Honda Indy in early July. Meticulous records were kept to identify areas where we could further streamline delivery of services. The event was a success and Show Management was very pleased overall.

The Scotiabank CHIN Picnic also took place during early July. Washroom trailers in the Better Living Centre were not required this year as the building has been renovated to include new, permanent washrooms. Staff also worked with Show Management to help them keep within their budget.

The Scotiabank Caribbean Carnival Toronto parade moved quicker than in the previous years due to the installation of two judging stands. The grounds were cleaned very rapidly in time for the move in of the CNE.

Toronto's Festival of Beer went well, with staff identifying and offering show management a number of recommendations for provide a better experience for guests and tenants at the event.

The Toronto Police Mounted Unit hosted the 28th Annual North American Police Equestrian Championships for the first time at Exhibition Place. Approximately 80 horses were involved, and show management was very impressed by our Horse Palace and exercise ring.

Exhibitor Services

A new reception/concierge desk in Direct Energy Centre was completed in July and was used throughout the course of the CNE. The new desk, located in the Galleria at Hall B, is open Monday to Friday from 9am to 5pm and during show hours as required.

In addition to servicing July events, staff conducted inventory audits for Exhibition Place, Allstream Centre and Cerise Fine Catering.

Exhibitor services assisted with many quotes for CNE ESA compliance and Non-ESA related work in the Food Building. In addition, staff are preparing and inputting service orders for ten major upcoming events in September and October.

During the month of September, in addition to servicing three major events, we assisted in providing exhibitor services support for Electric Mobility at the Allstream Centre. We were also busy processing orders for approximately eight events during the October season.

Allstream Conference Centre

Nine events took place in July, including Ford Canada, which was scheduled to take place the day after the Honda Indy. This tight turn-over created logistical challenges, however our staff rose to the occasion, as always, and everything ran smoothly. The Honda Indy Event (Media Rooms) went well. All other events went well.

During the month of August there were five events including Partylite Roadshow a two day conference.

We had a total of 16 very successful events for September, several of which were return events. Softchoice was here for their 3rd time with 2 more returns in October. All were very pleased with the venue and our services

International Association of Venue Management

Jeff Gay, Director of Event Management Services, attended the annual IAVM Conference in Phoenix in July. This event is the largest trade show held exclusively for facility managers and features the latest technologies and equipment used in the public assembly industry. This year's event included new technology in venue carpeting installation, digital information kiosks, cleaning equipment, staff scheduling software and stackable chairs and conference tables, all of which are designed to reduce operational costs. Follow up demonstrations with our operations staff is planned for the Fall. Educational sessions included recruiting the best candidates, track and improve customer opinion of your facility's services and current trends in sustainable design and practices.

Parking

During the month of July and the first half of August, most parking activity was generated from on-site festivals and sporting events (Honda Indy, Scotiabank CHIN Picnic, Scotiabank Caribbean Carnival Toronto and BMO Field), and from overflow parking for concerts and regular events at Ontario Place.

During the second half of August the Parking Department added 18 student employees to provide parking support to the annual CNE, as temporary lots such as Marilyn Bell Park and the Gore lot are put into daily use. All supervisory staff received Customer Service and Health and Safety training prior to the CNE.

Parking activity for September was down from last year as a result of one event not taking place here, and another one moved to October.

In September Gabe Mullan, Manager Parking Services, delivered a presentation to the Ontario Traffic Council Parking Workshop on the parking operations at Exhibition Place. The presentation focused on the flexibility required to meet the parking demands of the various user groups including shows, sporting events and year round tenants.

Telecommunications

Telecom/IT was asked to provide capability for the CNE Iphone/Blackberry app via the Exhibition Place WIFI network. As requested, additional WIFI was deployed in the Food Building and linked to the grounds-wide network with a specific SSID (Service Set Identifier) of CNE2011. In order not to displace paid service client revenue, the free service was designed with a splash page that required users to authenticate and provided only a 20 minute connection before requiring re-connection.

Cabling and connectivity were deployed for the OBO centralized gate communication system that also tied into the network distribution that IT provides for all ticket gates and temporary security Camera feeds. Telecom/IT deployed and operated the temporary security camera feeds for the CNE, which were increased from 32 to 38 locations.

The Parking Department is working on a security camera deployment for kiosks across the campus. Telecommunication/IT has been asked to design and deploy this system. The requirements for the deployment have been submitted and hardware is being procured. The system will be a hybrid of conventional analog camera technology, hard wired IP systems as well as WIFI based units for mobile or difficult to connect locations.

Other items completed during this time period include the deployment and connectivity for the relocated Operations offices, networking for the new Video Conference Centre, connectivity for National Post digital kiosks in the Galleria, completion of evaluation for the new digital time clock system as well as all of the CNE telephony, data (gates etc.) networking and other computer related systems.

Exhibition Place is preparing for the 1812 celebrations by implementing a WIFI enable route across the campus. Patrons of the 1812 festivities will be able to connect to an interactive smart phone app that will provide graphical information about this historic event.

Building Operations

Maintenance

- Replaced Hufcore panel in AB partition wall in Direct Energy Centre
- Completed installation of new door 1B in Direct Energy Centre and inspected and ordered new replacement part for Door IC
- Replaced boards on 2 Chiller pump drives and 1 heat pump drive in Direct Energy Centre
- Completed various show floor repairs in Direct Energy Centre using the new epoxy compound.
- Repaired several Galleria benches and completed touch up painting in Direct Energy Centre
- Completed irrigation repairs as a result of damage caused by the CNE and the Honda Indy
- Completed 2 dome membrane roof repairs.
- Completed new slat replacement for Roll Up Door # 17 and replaced limit switch for Rollup Door #28 and #40 in the east underground garage
- Replaced locking hardware & closures on South East entrance of the Direct Energy Centre
- Continuation of testing and project work on the Mid arch boiler/steam generator
- Completed installation of the Industry Louvers.

Electrical

- Replaced 2 Lighting Relays in Industry Building and repaired exit lights in Direct Energy Centre.
- Cut control wires removing wall in North West corner, in order for the construction contractor to fix the Exhaust Fans in the Industry Building that were not working.
- Checked operation of Chillers in Direct Energy Centre.
- Replaced motor and cleaned contacts in motor contactor, in order to fix the ACX Substation exhaust that was not working.
- Repaired parking garage entry arms in the Direct Energy Centre.
- Reset tripped circuit for the receptacles in Hall C and reset lighting controls in Facility Offices
- Replace burnt out lights in the Royal Winter Fair Offices in the Direct Energy Centre.

Facility Services

Facility Services has now moved into the renovated office area. The team assisted the Capital Works Department by organizing and scheduling various trades and contractors in the final stages of office construction. Having the entire department in the same location will create greater cohesion and an increase in overall efficiencies.

Facility staff delivered services for the CNE, as well as scheduling and overseeing the delivery of services for the many events in July, August and September, followed by CNE move-out and preparation for Fall

events. Facility Staff also completed turnovers at Ricoh Coliseum in preparation for the equestrian and ice skating shows and provided services to many BMO games. Staff continue to facilitate tenant requests.

The following maintenance projects and activities were completed or are on-going:

- Repaired trip hazards throughout grounds as per our annual audit and the safety engineer's daily CNE audits.
- Installed and maintained all audio and video equipment for the CNE casino.
- Worked with Health & Safety and Summer Staffing to provide orientation and module training for 515 young workers hired for CNE Cleaning.
- Interviewed and provided Health & Safety and Customer Service training for all new Lead Hands required for the CNE.
- Designed ten new PowerPoint training modules for various cleaning procedures which assisted all young workers and is also essential in acquiring LEED status in Direct Energy Centre.
- In preparation for the CNE, and in conjunction with Ambercroft Training Centre, ensured training for many young drivers on the operation of farm tractors.
- Rented tractors and large tractor loader to assist with expediting Horse Palace turnovers.
- Utilized our fifth wheel compactor for cardboard removal to enhance our recycling program.
- Compiled detailed schedules for young workers in preparation for various CNE orientations.
- Worked with Weller Tree Services to complete a tree audit; pruned numerous trees to ensure public safety and healthier growth, and added/re-leveled red cedar mulch to all tree planters along Princes' Blvd that were removed for the Honda Indy.
- Re-designed the Living Wall in the east Galleria and added plants with more vibrant colours.
- In the process of completing audio/video/lighting equipment audit including removal/recycling of older equipment that need to be retired from service.
- In the process of working with our new cleaning supplier on the provision of LEED approved chemicals for use throughout our grounds.
- Completed a thorough cleaning of all meeting rooms in the Allstream Centre in preparation for the busy Fall show schedule.
- Continue to update the Direct Energy Centre and Allstream Centre cleaning order forms with LEED certified green chemical products.
- Met with our cleaning chemicals supplier to discuss new sustainable cleaning solutions and to attain information on the process of obtaining LEED status at the Direct Energy Centre.
- Sanitized the Better Living Centre after CNE Farm move-out in preparation for Fall Home Show.
- Removed both clean and contaminated left over sand from the CNE through contracted services ensuring the most cost effective disposal plan while increasing our overall recycling percentage.
- Kevin Lucko, Facility Coordinator, has recently joined the Exhibition Place Joint Health & Safety Committee, representing Management.
- Sorted and loaded excess and outdated Technical Services equipment to send to auction.
- Completed a grounds wide, non-tenanted, accessibility audit.
- Completed 6 show safety audits and reviewed 8 fire safety floor plans prior to forwarding to the Toronto Fire Department for final approval.
- Ron Mills and Mike DiMaso attended the Composting Council of Canada conference held in Prince Edward Island this September and presented an overview of Exhibition Place waste management policy to conference attendees.

Records & Archives

Records & Archives staff prepared and hosted an exhibit during the 2011 CNE entitled "Ghosts of the Canadian National Exhibition." The exhibit focused on otherworldly encounters experienced by staff and paranormal research recently undertaken at Exhibition Place by Richard Palmisano and the Searcher

Group. By all accounts (verbal and written comments as well as media attention), the exhibit was a success.

As in years past, the 2011 exhibit also featured haunted walking tours. Each tour attracted hundreds of people. "Virtual" haunted walking tours (PowerPoint presentations) were also given by Richard Palmisano. Along with talks on how to conduct paranormal research, Richard always drew capacity crowds at the Presentation Theatre.

Through the sale of duplicate CNE memorabilia, magnets featuring old CNE poster art and books about various aspects of Exhibition Place, staff of Records & Archives raised just over \$5,700 during the 2011 CNE. After expenses, \$829 was allocated to the CNE Foundation and \$1,469 to Records & Archives for the future purchase of conservation supplies.

Records & Archives is also conducting haunted walking tours in this autumn (each Friday starting September 16 until October 28). The cost is \$20 per person with all revenue also going to the purchase of conservation supplies for the Archives. The tours are very popular and attract 50 to 100 people per walk.

EXcellence in Action

Jim MacGregor received an email from Lenny Lombardi of the Scotiabank CHIN Picnic on July 9th. "Just a short but heartfelt note of thanks for your help coordinating the CHIN Picnic this year. You are no stranger to the event and over the years you have consistently proven through your tireless effort and attention to detail that you are indispensable to a smoothly and efficiently run event. I can recall each morning seeing you inspect the site and waving hello with a smile. That always gave me a sense that things were well in hand. The Picnic was a great success Jim and I personally want to congratulate you and your team..."

Mr. Lombardi also sent an email to Jim on August 26th regarding a package that had been sent to him to say he had received it, along with "a very nice letter from Jennifer Foster.... I very much appreciate the care and concern you and Jennifer have shown. Please be sure to give her my thanks and best regards"

Nikolas Farano of Tower Events sent an email to Sandra Palombo on July 11th regarding services provided at his suite during the Honda Indy: "Everything went well with both the service and the food. I would like to thank you again for another great year. It was a pleasure working with you as well, and I too look forward to working with you in the future."

Angela Marini sent an email dated September 23rd to Don Leddy, Denise DeFlorio, Chantal Laroque, Judith Goodkin and Westbury regarding the Toronto Real Estate Board Gala at Allstream Centre, for which David Berlad was the catering manager. "Just wanted say thank you to everyone involved in making last night's event such a success! So many positive comments on venue, atmosphere and dinner (baked Alaska was a huge hit!). Staff were quick and courteous...Thanks again! Looking forward to AGM on October 20th."

Arlene Campbell and Laura Purdy received an email dated September 27th from Isabella Wu of HealthAchieve regarding the UFI/CAEM Education Event which took place on September 26th in Allstream Centre: "Thanks for initiating and sponsoring this session. It was an excellent educational session and definitely we look forward to working with you for another Executive Forum. You have a

great team and it is always a pleasure working with all of you. Once again, thanks for this opportunity for us to work more closely together.”

Exhibition Place’s Recognition Committee gave a one week extension for August Nominations, in order to accommodate CNE staff, and a record setting 80 staff nominations were received! Following are the July, August, September and 3rd Quarter winners for The Excellence in Action Program:

	July Winners	August Winners	September Winners	3rd Quarter Winners
Corporate Secretary/ Parking/ Press Bldg.	Kristen Blakely, Promotion & Special Projects Coordinator	Joanne Benerowski, Corporate/Advance Sales & Community Relations Coordinator	Alicia Cherayil Exhibit Coordinator	Joanne Benerowski, Corporate/Advance Sales & Community Relations Coordinator
QE	Chris Aultman, Security Officer	Griffin DeGuzman, Security Officer	Antoni Janiszewski, Accounting Services Representative	Chris Aultman, Security Officer
Cleaning	n/a	Glen Mills, Cleaner	Selva Arumuganathan, Cleaner	Glen Mills, Cleaner
DEC	Jim MacGregor, Event Coordinator	Brian Dow, Facility Coordinator	Tom Wenzel, Lead Sign Writer	Craig Shepherd, Facility Coordinator
Operations	Dara Nolan, LockShop Technician	Tim Beuckelare, Capital Works Technician	Pat O’Loughlin, Foreperson/ Carpentry	Pat O’Loughlin, Foreperson/ Carpentry

Centerplate

Catering & Sales Department

July

During the month of July, Exhibition Place hosted the Honda Indy Toronto, celebrating 25 years of racing in Toronto. Centerplate served food and beverage for Ferrari in their 300 person suite. Breakfast offerings included Frittata with Roasted Red Peppers, Grape Tomatoes and Asiago, Yogurt with Granola and an assortment of Biscotti, Cannoli, Amaretti and Cornetti. For lunch Centerplate served Charcuterie and Antipasti Bar including Seafood, a Cheese and Bread display, Caprese Salad and Arugula Salad with Parmigiano Reggiano and Balsamic, and Bucatini all’Amatriciana with Pancetta, Onions, Hot Peppers and Pecorino. The client was very happy and looks forward to working with us again next year.

Centerplate also served up extraordinary food and beverage experience in over 40 additional private suites. A sample menu served in one of the executive suites was our VIP package, including a Salsa Sampler, Pita Points with Hummus, Taste of the Tropics Salad, Wild Black Rice & Orange Salad, Grilled Antipasto Vegetable Platter, Shrimp Cocktail Display, Rib Eye Carvery, Roasted Chicken with Mini Roasted Potatoes, Roasted Pistachio Halibut and, for dessert, assorted Dessert Bites and Peach Cobbler.

The Sales and Catering department also arranged a food court area near the Gold Grandstand. We had concessionaires such as Taste of China, Smokes Pouterie, Liberty Noodle, Tropical Times, Hank Daddy's BBQ, Chuck & Co and many more. This area was called the Streets of Toronto.

August

Centerplate helped the Canadian National Exhibition kick off its 133rd year in style. The Opening Reception in Café Soleil featured a breakfast of Eggs Benedict, Eggs Florentine, Scrambled Eggs, Home Fries with Homemade Tomato Ketchup, English Breakfast Sausage, English Muffins with Grilled Sliced Tomatoes, Assorted Baked Goods and Sliced Fresh Fruit. Over 435 people attended and provided feedback that they really enjoyed the food and look forward to this annual breakfast reception.

This year Centerplate also hosted a number of receptions up on the Direct Energy Centre rooftop patio, which has become known as the Indy Deck. Tents were setup with a barbecue and cruiser tables and guests enjoyed a variety of finger foods including Mini Tea Sandwiches, Vegetable Cruautés with Dip, Fruit and Berries with Yogurt, Mini Beef Sliders, Mini Corn Dogs, Chicken Wings, Hibachi Beef Skewers, Hungarian Style Meatballs and Chicken Skewers. The atmosphere on the terrace is perfect for this type of event and guests have been very happy enjoying great food while watching the CNE below.

September

During September Centerplate catered all of the events during IIDEX, including the opening night reception on the show floor. Offerings included Mini Vegetable Samosas paired with a Riesling, Beef Tartare Quenelle on Rye Toast with Lemon Aioli paired with a Dry Gin, Brandied Heirloom Tomato Bruschetta paired with 20 Bees Un-oaked Chardonnay and Lemon Shortbread with Sesame seeds, Lemon Chevre and a Tomato Chutney paired with Rye.

Centerplate also provided service for the EnRoute Awards during the opening reception. Guests enjoyed a variety of Hors D'Oeuvres including Tandoori Chicken Skewers with a Minted Raita, Hibachi Beef Skewers with Green Onion and Teriyaki Glaze, Smoked Salmon on Pumpnickel with Bermuda Onion and Capers, and Coconut Crusted Shrimp with a Mango Cilantro Dip.

In the Material Bistro we hosted an event during the opening and served a Mediterranean Chicken Kabob with Figs and Roasted Tomato, Sundried Tomato and Basil Crustini, a Crab Meat Salad stuffed in a Red Mini Phyllo Cup, and Antipasto Skewer with Artichoke, Tomato, Olive and Mozzarella.

Overall the events went well and the clients were very happy with the food and service.

Retail Department

July

In the retail department, Centerplate ran four Beer Gardens and all of the hawking in the Honda Indy grandstands. Three of our Beer Gardens were sponsored by Shoeless Joes, and Centerplate served Open Faced Burgers, Veggie Burgers and Hot Dogs, Italian Sausage, Classic French Fries, Spicy Fries and Jalapeno Poppers. Overall it was a great Indy weekend for Centerplate.

August

During the month of August Centerplate took part in the Scotiabank Caribbean Carnival. We served traditional style Jerk Chicken with Rice and Peas to those who took part in the parade. The event went very well.

During the Canadian National Exhibition Centerplate Centerplate hosted a beer garden outside of Direct Energy Centre. Offerings of Fair Food included Deep Fried Peanut Butter and Jam Sandwiches, Deep

Fried Macaroni and Cheese Wedges and Hot Dog Tortilla Supreme served with Chili. All on a stick! The feedback has been great and overall it was a successful event.

September

During IIDEX Centerplate opened a Champagne Bar serving Artisanal Cheeses with Honeycomb, assorted Crackers and Homemade Preserves, a Charcuterie Platter with Homemade Relish, Prosciutto, Duck Brasaola and Cured Sausage and assorted Baked Goods.

Guests could also enjoy a sit down meal in the Material World Bistro. We offered a Homemade Soup each day, a Caesar and Nicoise Salad, Pasta with Ontario Asparagus, Grilled Chicken in a Cream Sauce, Chicken Souvlaki with Braised Potatoes, Rice, Tzaziki with a side Salad. For dessert we served a Pear Tart with Poire William Crème Anglaise and assorted Biscotti.

This year the show also hosted an office chair hockey tournament where Centerplate offered Gourmet Popcorn and served guests during a charity Barbecue.

During the Franchise Show guests could enjoy smoked Pastrami and Turkey, Montreal Deli style Sandwiches and Homemade Pasta in the food court.

During the Clothing Show and Home Show guests enjoyed a variety of Savory and Sweet Crepes, Homemade Shawarma, Baked Goods and Grab and Go items.

The events went well and the clients were happy.

Cerise Fine Catering

July

July roared in with the return of the Honda Indy, where Media enjoyed a simple yet tasty luncheon daily. The checkered flag also brought in Target's Canadian media event launch; executives enjoyed an array of brunch bites including Shots of Yogurt Parfaits, Shrimp Lollipops crusted with Pistachio Basil Pesto, Tartar of Smoked Salmon with Chipotle Aioli, Herb Panini Pointes with Camembert and Sundried Cranberries, and Triangles of Canadian Peameal Bacon and Niagara Cheddar Cheese.

Other returning clients to Allstream Centre this month were KPMG with 225 of their Senior Managers, ITAC, and Ford Canada with their Media event that included unique "Ford" ingredients; guests feasted on Lemon Soy Grilled and Marinated Chicken with Fresh Pineapple over Field Greens, Whole Wheat Pasta with Dandelion Greens and Parmesan, and Couscous Salad with Edamame, Dried Cranberries, Cucumbers and Olives. New guests to the facility included Scalar Decisions and Quick Play Media.

August

The Sweet Aromas of Lemon Basil, Citrus Orange, and Pecan filled Allstream Centre at the beginning of August as we hosted 250 Delegates from PartyLite. Ladies from all parts of Ontario gathered over three days and enjoyed a variety of tasty delights including our signature dishes of Parmesan and Panko Coated Boneless Breast of Chicken topped with a Marinara Sauce and Fresh Mozzarella. Dinner featured Medallions of Beef Tenderloin with Cabernet/Merlot Jus, Rosemary Roasted Fingerling Potatoes, Mediterranean Ravioli in Parsnip, Lentil and Garlic Tomato Sauce garnished with Julienne Greens and Yellow Zucchini, and English Trifle.

Returning Guests included Quick Play Media and the CNE's Warrior's Day Breakfast and Luncheon that featured Oven Roasted Boneless Breast of Chicken Topped with Sliced Fresh Tomato, Basil and Mozzarella drizzled with a Balsamic Reduction served with Herb Parmesan Polenta, Sautéed Onions and Zucchini, as well as Traditional Pot Roast with Onions, Carrots and Potatoes on a bed of Egg Noodles and a third option of Portobello Mushroom stuffed with Couscous Pilaf, Carrot Ginger Puree. Our popular Apple Blueberry Crumble was served for dessert.

September

Cerise Fine Catering executed 21 Food and Beverage events in September. Most notably, Electric Mobility, a 3 day conference, Toronto Microfinance, Toronto Real Estate Board Awards Dinner for 1,200 guests, Griffith University Graduation for 700, Softchoice, and National Kitchen and Bath Association where their Mediterranean Station looked worthy of the most glamorous kitchen. We also worked closely with the Exhibition Place team to craft an extraordinary menu for the CAEM/EFI event. A great meal was had by all with many kudos to Chef Stephen and a very attentive serving staff.

Submitted by:

Arlene Campbell
General Manager, Sales & Events

Submitted by:

Dianne Young
CEO, Exhibition Place

APPENDIX 'A'

Combined Exhibition Place and Allstream Centre Financial Summary

	Statement Of Operations Highlights For the nine months ended September 30, 2011					
	Current Month			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Event Income (note 3)	\$ 6,124,542	\$ 5,364,280	\$ 760,262	\$ 22,345,996	\$ 21,680,553	\$ 665,443
Direct Expenses	408,714	184,650	(224,064)	2,650,995	2,385,489	(265,506)
Indirect Expenses	1,941,990	1,529,534	(412,456)	20,300,842	20,661,387	360,545
Operating Income (Loss) before building loan interest & amortization and naming fees	3,773,838	3,650,097	123,741	(605,841)	(1,366,322)	760,481
Interest expense - Allstream Centre	157,988	157,988	-	1,431,629	1,431,629	-
Amortization expense - Allstream Centre	129,216	135,585	(6,369)	1,162,943	1,220,262	57,319
Operating Income (Loss) before naming fees	3,486,634	3,356,524	130,110	(3,200,413)	(4,018,213)	817,800
Contribution from (to) Conference Centre Reserve Fund	292,791	182,475	110,316	1,626,571	1,776,400	(149,829)
Net Income (Loss)	3,779,425	3,538,999	240,426	(1,573,842)	(2,241,813)	667,971

(1) Operating Loss for the Board before interest on City loan, amortization of building improvements net of contribution from naming fees is \$605,841 compared to a budget loss \$1,366,322 for a favourable variance of \$760,481

(2) Amortization is a non cash item as related to the capitalization of the asset for the new Allstream Centre.

(3) Actual number of events for Combined Exhibition Place is 151.

**EXHIBITION PLACE
FINANCIAL STATEMENT HIGHLIGHTS
SEPTEMBER 2011 AND COMPARATIVES**

	MONTH			2011 YTD			2010 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	6	2	4	76	34	42	70	6
Direct Event Income	\$ 1,425,325	\$ 572,107	\$ 853,218	\$ 8,262,184	\$ 8,087,193	\$ 174,991	\$ 8,996,727	\$ (734,543)
Ancillary Income	181,397	241,760	(60,363)	2,267,616	2,308,073	(40,457)	2,853,516	(585,900)
Advertising and Sponsorship	37,417	16,683	20,735	154,652	150,143	4,510	148,693	5,959
Rent-MLSE-Ricoh Coliseum	41,740	41,740	-	375,660	375,660	-	375,660	-
Naming Rights	101,667	101,667	-	915,000	915,000	-	915,000	-
Parking EP	266,228	262,806	3,422	3,816,115	3,592,413	223,702	3,930,145	(114,030)
Parking - BMO Events	66,488	92,894	(26,406)	698,415	665,749	32,666	588,836	109,579
Program Recoveries and Other	33,775	33,409	366	353,021	300,686	52,335	270,842	82,179
CNE Recoveries	3,830,274	3,830,274	-	3,830,274	3,830,274	-	3,729,225	101,049
Total Event Income	5,984,311	5,193,340	790,971	20,672,937	20,225,191	447,746	21,808,644	(1,135,708)
Direct Expenses	399,468	175,993	(223,475)	2,394,394	2,289,904	(104,490)	2,330,469	(63,925)
Indirect Expenses	1,678,467	1,287,772	(390,695)	18,166,115	18,461,926	295,811	18,369,527	203,412
Naming Rights	101,667	101,667	-	915,000	915,000	-	915,000	-
Total Event Expenses	2,179,602	1,565,433	(614,169)	21,475,509	21,666,831	191,322	21,614,995	139,487
Net Income (Loss)	3,804,709	3,627,907	176,802	(802,572)	(1,441,640)	639,068	193,649	(996,221)

**ALLSTREAM CENTRE
FINANCIAL STATEMENT HIGHLIGHTS
SEPTEMBER 2011 AND COMPARATIVES**

	MONTH			YTD			2010 YTD	
	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	YOY VARIANCE
Number of Events	14	[Note 1]	-	75	[Note 1]	-	53	22
Direct Event Income	\$ 75,921	\$ 84,644	\$ (8,723)	\$ 965,691	\$ 825,259	\$ 140,432	\$ 1,053,475	\$ (87,784)
Ancillary Income	54,155	80,681	(26,526)	585,956	570,718	15,238	454,365	131,591
Parking Revenue	10,155	5,614	4,541	121,412	59,384	62,028	80,453	40,959
Total Event Income	140,231	170,940	(30,709)	1,673,059	1,455,362	217,697	1,588,293	84,766
Direct Expenses	9,246	8,656	590	256,601	95,584	(161,017)	103,739	(152,862)
Indirect Expenses	161,856	140,094	21,762	1,219,727	1,284,460	64,733	999,554	(220,173)
Total Event Expenses	171,102	148,750	22,352	1,476,328	1,380,044	(96,283)	1,103,293	(373,035)
Operating Income (Loss) before building loan interest & amortization and naming fees	(30,871)	22,189	(53,060)	196,731	75,317	121,414	485,000	(288,269)
Interest expense	157,988	157,988	-	1,431,629	1,431,629	-	1,401,630	(29,999)
Amortization expense	129,216	135,585	(6,369)	1,162,943	1,220,262	57,319	1,178,808	15,865
Operating Income (Loss) before naming fees	(318,075)	(271,383)	(46,691)	(2,397,841)	(2,576,573)	178,733	(2,095,439)	(302,402)
Contribution from Conference Centre Reserve Fund	292,791	182,475	110,316	1,626,571	1,776,400	(149,829)	876,000	750,571
Net Income (Loss) before transfers	(25,284)	(88,908)	63,625	(771,270)	(800,173)	28,904	(1,219,439)	448,169

Note 1 2011 Allstream Centre Total Event Income Budget was based on Proforma and 2010 actual information on first year history

**DIRECT ENERGY CENTRE AND ALLSTREAM CENTRE
EVENT STATISTICS
FOR PERIOD ENDED SEPTEMBER 30, 2011**

DIRECT ENERGY CENTRE

	MONTH ACTUAL	YTD ACTUAL	PRIOR YEAR ACTUAL
Attendance [Note:1]	49,050	613,150	637,850

EVENT	(NOTE 1) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2011	2010	2009	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$ (IN '000'S)
Consumers Show	19	23	22	4,581	4,107	3.69
Trade Show	7	9	10	1,064	973	5.61
Exam	3	3	4	374	364	3.20
Photo/Film Shoot	0	0	0	-	-	-
Meeting/Corporate	15	4	14	162	1	4.52
	44	39	50	6,181	5,445	17

ALLSTREAM CENTRE

EVENT	(NOTE 4) ACTUAL # OF EVENTS			(NOTE 3) NET EVENT INCOME		(NOTE 2) REFRESHMENT PER CAP'S
	2011	2010	2009	ACTUAL	BUDGET	ACTUAL
	#	#	#	\$ (IN '000'S)	\$ (IN '000'S)	\$ (IN '000'S)
Gala	4	6	N/A	157	-	102.10
Conference	22	14	N/A	740	-	47.55
Reception	9	5	N/A	30	-	97.33
Meeting	36	28	N/A	200	-	45.24
Exam	4	0	N/A	57	-	3.17
	75	53	N/A	1,184	-	295

Note: 1 Attendance estimates provided by Show Management.

Note: 2 Refreshment per cap's based on information reported by Centerplate and Cerise

Note: 3 Net event income includes rent and services, ancillary income includes catering and electrical commissions.

Note: 4 Allstream Centre opened on October 2009

**BOARD OF GOVERNORS - EXHIBITION PLACE
CHEQUE DISBURSEMENTS -SEPTEMBER 2011
GREATER THAN \$50,000**

Cheque No	Date	Amount	Description	
	07/09/2011	ADP CANADA	1,401,596.33	HOURLY PAYROLL WEEK ENDING SEPT 3
	14/09/2011	ADP CANADA	915,637.48	HOURLY PAYROLL WEEK ENDING SEPT 10
6158	20/09/2011	CITY OF TORONTO	593,024.65	2011 INSURANCE
	20/09/2011	ADP CANADA	473,266.57	SALARY PAYROLL BI-WEEKLY ENDING SEPT 24
	06/09/2011	ADP CANADA	394,548.25	SALARY PAYROLL BI-WEEKLY ENDING SEPT 10
	28/09/2011	ADP CANADA	320,846.51	HOURLY PAYROLL WEEK ENDING SEPT 24
	21/09/2011	ADP CANADA	306,174.11	HOURLY PAYROLL WEEK ENDING SEPT 17
6018	04/09/2011	CITY OF TORONTO	266,100.95	HYDRO JUNE 2011
6227	29/09/2011	CITY OF TORONTO	222,689.97	LOAN REPAYMENT - ALLSTREAM CENTRE OCTOBER 2011
6050	01/09/2011	CITY OF TORONTO	222,689.97	LOAN REPAYMENT - ALLSTREAM CENTRE SEPTEMBER 2011
6049	01/09/2011	TREASURER CITY OF TORONTO	187,006.00	PROPERTY TAX FINAL 3RD PAYMENT
6177	30/09/2011	OMERS	159,496.02	PENSION CONTRIBUTION FOR AUGUST 2011
6152	16/09/2011	I.B.E.W. 353 TRUST FUND	96,323.27	UNION DUES FOR AUGUST 2011
6138	15/09/2011	CITY OF TORONTO	86,332.99	PREMIUM FOR MAJOR., DENTAL, LIFE FOR SEPT 2011
6136	13/09/2011	LOCAL 58 BENEFITS FUND	86,130.52	UNION DUES FOR AUGUST 2011
6161	20/09/2011	EILEEN ROOFING INC.	84,381.51	CAPITAL WORKS - MIDARCH ROOF REPLACEMENT
6017	04/09/2011	C.I.R. GENERAL CONTRACTING	73,904.37	CAPITAL WORKS - BLC WINDOWS & DOORS INSTALLATION
6141	13/09/2011	TRUSTEES OF LOCAL 506	66,640.35	UNION DUES FOR AUGUST 2011
6165	20/09/2011	FOREST RIDGE LANDSCAPING	62,133.16	CAPITAL WORKS - ALLSTREAM CNETRE LANDSCAPING
6208	27/09/2011	MODU-LOC FENCE RENTALS LTD.	56,138.40	FENCE RENTALS CARIBANA
		DISBURSEMENTS OVER \$50,000	6,075,061.38	
		OTHER DISBURSEMENTS	547,400.07	
		TOTAL DISBURSEMENT	6,622,461.45	

**BOARD OF GOVERNORS OF EXHIBITION PLACE
BALANCE SHEET
AS AT SEPTEMBER 30, 2011**

	SEPTEMBER 30 2011	SEPTEMBER 30 2010
ASSETS		
CURRENT ASSETS		
CASH	\$ 2,528,152	\$ 47,231
SHORT-TERM INVESTMENTS	11,100,000	13,600,000
TRADE ACCOUNTS RECEIVABLE	3,922,659	3,992,934
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(336,888)	(291,265)
NET ACCOUNTS RECEIVABLE	<u>3,585,771</u>	<u>3,701,669</u>
OTHER RECEIVABLE	1,653,039	2,789,762
INVENTORIES	85,275	118,550
PREPAID EXPENSES	237,998	679,674
TOTAL CURRENT ASSETS	<u>19,190,236</u>	<u>20,936,886</u>
RECEIVABLE FROM THE CITY OF TORONTO	6,383,993	5,489,830
RECEIVABLE FROM THE CITY OF TORONTO - CAPITAL	2,492,408	-
RENT RECEIVABLE (STEP UP LEASE)	1,490,236	2,314,798
SUBTOTAL	<u>10,366,637</u>	<u>7,804,628</u>
EQUIPMENT - NET	45,781,565	47,134,034
TOTAL ASSETS	<u><u>75,338,438</u></u>	<u><u>75,875,548</u></u>
LIABILITIES & EQUITY		
CURRENT LIABILITIES		
ACCOUNTS PAYABLES & ACCRUED LIABILITIES	8,735,688	5,615,108
PROVINCIAL & FEDERAL SALES TAX PAYABLE	509,352	445,457
CONFERENCE CENTRE RESERVE FUND	(369,706)	844,020
DEFERRED REVENUE	7,449,753	8,004,389
OTHER CURRENT LIABILITIES	5,414,161	7,038,179
TOTAL CURRENT LIABILITIES	<u>21,739,247</u>	<u>21,947,152</u>
EMPLOYEE BENEFITS PAYABLE - PSAB	8,132,781	7,287,715
LOAN PAYABLE - ERP PROJECTS	8,005,160	7,996,259
LOAN PAYABLE - FCM CAPITAL ASSET	1,887,925	1,968,619
LOAN PAYABLE - CONFERENCE CENTRE	37,557,490	38,500,227
EQUITY		
NET INCOME (LOSS) CURRENT	(1,573,842)	(6,137,813)
SURPLUS/(DEFICIT)	(410,323)	4,313,387
SUBTOTAL	<u>(1,984,165)</u>	<u>(1,824,426)</u>
TOTAL LIABILITIES AND EQUITY	<u><u>75,338,438</u></u>	<u><u>75,875,548</u></u>

Summary of Sole Source Purchase Activity by Reason - January 1, 2011 to September 30, 2011

The report below informs the Board of the sole source activity for Exhibition Place including sole source purchases approved through the Board. The format used to provide the information is the same used by the City of Toronto Purchasing and Material Management Division (PMMD) so as to maintain consistency in reporting.

Procedures for the processing of sole source purchase are outlined below and include due diligence measures to ensure that:

- (1) Detailed explanation is provided for the sole source purchase;
- (2) Sole sourcing is an appropriate method to obtain the needed goods and/or services;
- (3) Proper approvals as outlined in the Board Financial By Law are obtained before processing a sole source purchase; and
- (4) Where possible, the price is in accordance with current market conditions and prices offered to other customers.

Total sole source activity for the first nine months total \$1,033,356. The percentage of dollar value of sole source purchasing activity for goods and services compared to the total purchasing expenditures of \$27,124,370 is 3.8% year to date.

EP Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	4	3	\$ 39,909.00
Specialized Services	3	2	\$ 39,812.00
Ensure Warranty Maintenance	8	3	\$ 26,320.00
Emergency	2	2	\$ 10,703.00
Time Constraints	1	1	\$ 6,498.00
Bridging Contract	3	2	\$ 63,399.00
Proprietary/Trademark/Patent	16	5	\$ 36,449.00
Health & Safety Issues	1	1	\$ 20,290.00
Other Reasons -Used Equipment	2	2	\$ 28,042.00
Other Reasons - Number of firms with total value of various separate orders exceeding \$3,000 (See Note)	113	12	\$ 86,895.00
Total	153	33	\$ 358,317.00

CNE Program

Reason for Sole Source	Number of Commitments	Number of Suppliers	Total Value
Match Existing Equipment/Service	1	1	\$ 18,583.00
Specialized Services	23	13	\$ 328,345.00
Ensure Warranty Maintenance	0	0	\$ -
Emergency	0	0	\$ -
Time Constraints	65	1	\$ 227,393.00
Bridging Contract	2	1	\$ 35,030.00
Proprietary/Traemark/Patent	3	2	\$ 28,150.00
Health & Safety Issues	0	0	\$ -
Other Reasons - Used Equipment	1	1	\$ 4,200.00
Other Reasons - Number of firms with total value of various separate orders exdceeding \$3,000 (See Note)	42	5	\$ 33,338.00
Total	137	24	\$ 675,039.00

NOTE: Reporting Protocol requires that staff report on total value of all commitments to any single vendor that in total exceed \$3,000 for the previous 12 months, where no formal competitive process has taken place.